

SUMMARY OF BUSINESS OPPORTUNITY

The National Park Service (“Service”) seeks proposals for a concession contract (“New Contract”) authorizing a Concessioner to operate an urgent care medical clinic within Yosemite National Park (“Park”). This Prospectus describes in general terms the existing business operations and the future business opportunities for the facilities and services allowed pursuant to the New Contract. Offerors are responsible for reviewing all sections of this Prospectus and, specifically, the terms and conditions of the New Contract (in Part IV), including its exhibits, to determine the full scope of the future Concessioner’s responsibilities under the New Contract. The Service is conducting this solicitation in accordance with the National Park Service Concessions Management Improvement Act of 1998 (Pub.L. 105-391), as implemented by the Service in 36 C.F.R. Part 51.

Nature of Business and Services to be Required and Authorized

Certain types of visitor services **must** be provided under the New Contract (and are referred to as “Required”). Certain types of visitors **may** be provided under the New Contract (and are referred to as “Authorized”). The Required visitor services in the New Contract include:

- Urgent care medical clinic

The Authorized visitor services in the New Contract include:

- After hours call-back of clinic practitioners
- 24 hours availability of clinic practitioners
- Physical therapy services

Service Contract Act

The New Contract is subject to the Service Contract Act of 1965, as amended, 41 U.S.C. §351 et seq., and its implementing regulations (29 C.F.R. Part 4) as well as to the labor standards clauses for Federal Service contracts, which are set out in full in the Operating Plan that is Exhibit A to the New Contract and attached wage determination. Projected cost of labor should be developed with this in mind.

Concession Facilities

Several Government-owned buildings and adjacent land areas will be assigned to the New Concessioner for use in providing services under the New Contract. These assignments (collectively referred to as “Concession Facilities”) contain several structures that are listed on the National Register of Historic Places and are within the Yosemite Valley Archeological District. The Concession Facilities are generally shown on Exhibit C to the New Contract. The New Concessioner will be responsible for Facility Operations while the Service will conduct all other maintenance as provided in the New Contract, in particular in its Exhibit E: Maintenance Plan.

Estimate of Initial Investment

The following table summarizes the estimated initial investment to be made by the new concessioner:



EXHIBIT 1. INVESTMENT ESTIMATES

	Amount	% of Initial Investment
Possessory Interest	\$0	0%
Existing Concessioner's Personal Property	\$36,000	6.9%
Merchandise and Supplies	\$69,755	13.4%
Other Pre-Opening Expenses	\$89,000	17.1%
Other Working Capital	\$325,000	62.5%
Total	\$519,755	100.0%

Source: NPS

The annual gross receipts for the past three years (based on the Prior Concessioner's fiscal year of October through September) are:

EXHIBIT 2. 2007 TO 2009, PATIENT DATA, GROSS RECEIPTS, AND FRANCHISE FEES

	Calendar Year		
	2007	2008	2009
Park Visitation	3,503,428	3,431,514	3,737,472
Yosemite Medical Clinic Visits	6,998	8,117	7,292
Gross Receipts	\$1,486,854	\$1,483,890	\$1,608,515
Gross Receipts Adjustment	\$442,184	\$274,732	\$611,310
Total Net Gross Receipts	\$1,044,670	\$1,209,158	\$997,205
Franchise Fees or other Govt. Compensation Paid	\$20,467	\$22,312	\$19,992

NPS Note: Revenue adjustment represents contractual allowance by medical insurance due to negotiated rates

In addition to the required franchise fees, the Prior Concessioner contributed two percent (2%) of its gross receipts after adjustment to a Government Improvement Account.



Gross Receipt projections for 2011 through 2015 are reflected in Exhibit 3.

EXHIBIT 3. GROSS RECEIPTS METRIC PROJECTIONS

	2011	2012	2013	2014	2015
Patient Gross Receipts	\$2,420,000	\$2,478,000	\$2,538,000	\$2,599,000	\$2,662,000
Less Revenue Adjustments	\$454,000	\$465,000	\$476,000	\$488,000	\$500,000
Net Gross Receipts	\$1,966,000	\$2,013,000	\$2,062,000	\$2,111,000	\$2,162,000

NPS Note: Revenue adjustment represents contractual allowance by medical insurance due to negotiated rates

Preferred Offeror Determination

Pursuant to 36 C.F.R. Part 51, the Director has determined that there is no preferred offeror for the New Contract.

Contract Term

The term of the New Contract will be for ten (10) years with an estimated beginning date of January 1, 2011. The effective date of the New Contract is subject to change prior to award if determined necessary by the Service. In such an event, the expiration date of the New Contract will be changed to continue the same term length from any adjustment to the effective date.

Franchise Fee

The minimum franchise fee will be equal to zero (0%) of the New Concessioner's annual gross receipts as defined in the New Contract.

NOTE: This summary is provided as a ready reference of key points for interested parties. It does not modify the Prospectus. The Business Opportunity is fully described in the Prospectus.

